

COE Awards Criteria 2023



Individual Levels:

| | Gross Commission Income (GCI) | or | Units |
|----------|-------------------------------|----|-------|
| Bronze | \$93,000 | | 21+ |
| Silver | \$139,500 | | 33+ |
| Gold | \$204,600 | | 43+ |
| Platinum | \$260,400 | | 65+ |
| Diamond | \$418,500 | | 86+ |

Small Team Levels (2-3 Licensed HRRA members):

| | Gross Commission Income (GCI) | or | Units |
|----------|-------------------------------|----|-------|
| Bronze | \$180,000 | | 42+ |
| Silver | \$230,000 | | 47+ |
| Gold | \$330,000 | | 77+ |
| Platinum | \$450,000 | | 105+ |
| Diamond | \$600,000 | | 140+ |

Large Team Levels (4-6 Licensed HRRA members):

| | Gross Commission Income (GCI) | or | Units |
|----------|-------------------------------|----|-------|
| Bronze | \$300,000 | | 70+ |
| Silver | \$425,000 | | 99+ |
| Gold | \$600,000 | | 140+ |
| Platinum | \$800,000 | | 187+ |
| Diamond | \$1,000,000 | | 233+ |

Mega Team Levels (7+ Licensed HRRA members):

| | Gross Commission Income (GCI) | or | Units |
|----------|-------------------------------|----|-------|
| Bronze | \$500,000 | | 117+ |
| Silver | \$650,000 | | 152+ |
| Gold | \$800,000 | | 187+ |
| Platinum | \$1,000,000 | | 233+ |
| Diamond | \$1,500,000 | | 350+ |

New Homes (2023 Closed Volume for New Homes Sales Only):

| | |
|-----------------|----------------------|
| Copper Flashing | at least \$2,500,000 |
| Silver Nail | at least \$4,000,000 |
| Gold Hammer | at least \$5,500,000 |
| Diamond Stud | at least \$9,000,000 |

**** Please see the application of each award for full requirements and more information. ****

Distinguished Property Managers: \$150,000 Gross Management/Leasing Fees.

All candidates must perform at least seven (7) of these ten (10) properties management functions on a routine basis:

1. Execute management agreements and maintenance guidelines.
2. Prepare marketing plans, supervise tenant selection, lease execution, renewals and assist owners in determining rent rates and tenant criteria.
3. Exercise authority to incur expenses for maintenance repairs.
4. Supervise personnel, employees, or contractors, and enforce operating policies and procedures.
5. Meet with tenants and conduct scheduled written property inspections.
6. Monitor receipts and expenses, including approval of invoices and service contracts.
7. Review operating statements and prepare explanatory text.
8. Collect slow and unpaid accounts, follow through on evictions.
9. Assume primary responsibility for compliance with local, state, and federal regulations; and
10. Advise owner of property of market conditions and changes in applicable law, recommending legal counsel should be consulted when necessary.

All candidates must attend three (3) PMLC educations or events within the award year.